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Message Text

UNCLASSIFIED

PAGE 01 ASUNCI 02347 081532Z
ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-07 /022 W
----------082042Z 116381 /65
R 081500Z JUN 77
FM AMEMBASSY ASUNCION
TO SECSTATE WASHDC 0328

UNCLAS ASUNCION 2347

E.O. 11652: N/A
TAGS: BEXP, PA
SUBJ: ADS REQUEST FOR HACH CHEMICAL COMPANY, AMES, IOWA

REF: COMMERCE CD-144, APRIL 22, 1977

THE FOLLOWING FIRMS HAVE BEEN CONTACTED AND HAVE EXPRESSED AN INTEREST IN REPRESENTING HACH CHEMICAL COMPANY AS AGENT AND DISTRIBUTOR.

1. Z.J. MELAMED S.R.L.
CASILLA POSTAL 676
CALLE CHILE 482
ASUNCION, PARAGUAY
CONTACT: MR. ZIVOTA J. MELAMED, PARTNER-MANAGER
PHONE: 91271

COMMENT: MR. MELAMED STATED THAT HACH'S LINES WOULD FIT PERFECTLY WITH HIS OTHER SCIENTIFIC INSTRUMENTS LINES WHICH INCLUDE SEVERAL WHICH ARE ELECTRONICALLY OPERATED. MELAMED IS PERHAPS THE LEADING PARAGUAYAN FIRM HANDLING THIS TYPE OF EQUIPMENT AND HAS HAD CONSIDERABLE EXPERIENCE IN SELLING TO GOVERNMENT OFFICES, BOTH DIRECTLY AND THROUGH TENDERS.

2. DR. RAFAEL CAMPERCHIOLI
CALLE ESTADOS UNIDOS 827
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ASUNCION, PARAGUAY
CONTACT: DR. RAFAEL CAMPERCHIOLI
PHONE: 46137

COMMENT: DR. RAFAEL CAMPERCHIOLI IS ONE OF THE LEADING PARAGUAYAN INDUSTRIAL CHEMISTS AND AN ADVISER TO THE GOVERNMENT AND TO PRIVATE ENTITIES ON WATER AND WASTE-

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WATER TREATMENT. HE IS ALSO A PARTNER IN A SMALL CORPORATION OWNED BY SEVERAL CAMPERCHIOLI BROTHERS, WHICH OPERATES A MEDIUM SIZE PHARMACY WHERE HACH'S LINES COULD BE EXHIBITED. CAMPERCHIOLI ALSO CONIRMED THE OPINION OF OTHER FIRMS, INTEREVIEWED ON THE OCCASION OF THIS ADS, TO THE EFFECT THAT THE SMALLNESS OF THE PARAGUAYAN MARKET AND THE NEWNESS OF THE PRODUCT DOES NOT PRECLUDE A LARGE COLUME OF SALES.

APPROVED: MARTHA CARBONE PREPARED: R. MARTI.
LANDAU

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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Concepts: n/a
Control Number: n/a
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Sent Date: 08-Jun-1977 12:00:00 am
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Retention: 0
Review Action: RELEASED, APPROVED
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2239967
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST FOR HACH CHEMICAL COMPANY, AMES, IOWA
TAGS: BEXP, PA
To: STATE
Type: TE
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